

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending 29 JUL 1971
(Insert date)

Name of Registrant

Registration No. 1421

Development Counsellors Intl., Ltd.

Business Address of Registrant

20 E. 46 St., New York, N. Y. 10017

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

not applicable

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

not applicable

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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Not applicable

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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☐ Not applicable

If yes, identify each such person and describe his services.

Not applicable

-
6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or connection	Date terminated
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Not applicable

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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?
Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
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Not applicable

II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

not applicable

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

not applicable

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Nova Scotia Department of Industry & Trade, Halifax, Nova Scotia, Canada

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Nova Scotia Department of Trade & Industry: see attached monthly activity reports describing our services on behalf of this foreign principal.

¹ The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Not applicable

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

Not applicable

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
(see attached listing of receipts-monies from foreign principal)			

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date Received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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Not applicable

³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(see attached listing of disbursement-monies for foreign principal)

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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Not applicable

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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Not applicable

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

not applicable

⁵ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?

Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Not applicable

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: Not applicable

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: Not applicable

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda: Not applicable

☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?

Yes ☐ No ☐ Not applicable

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ Not applicable

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Not applicable

Yes ☐ No ☐

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐

Exhibit B⁷ Yes ☐ No ☐ Not applicable

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐ Not applicable
If no, please attach the required amendment. not applicable

⁶ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐ not applicable

If no, please attach the required amendment. Not applicable

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

Not applicable

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Ted M. Levine
Ted M. Levine, President
Emanuel T. Ellenis
Emanuel T. Ellenis, Vice Pres.

Subscribed and sworn to before me at 20 East 46 Street, New York, N. Y. 10017

this 23 day of August, 19 71

Matthias N. Spiegel

(Signature of notary or other official)
MATTHEW N. SPIEGEL
NOTARY PUBLIC, State of New York
No. 08-3747505
Appointed for Bronx County
Commission Expires March 30, 1973

My commission expires _____, 19 _____

⁸ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

RECEIVED
DEPT. OF JUSTICE
JUL 25 10 20 AM '71
REGISTRATION SECTION

July 30, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia, Canada

Dear Stew:

Here is DCI's report covering the month of July reporting on our activities on behalf of the Nova Scotia Information Service:

1. Premier Regan:

The Boston Globe and the N.Y. Sunday Journal (cir: 72,000) ran Irwin Breslauer's profile on Premier Regan. Many other appearances are expected and will get results to you as soon as they come in.

2. Car Import Story:

Asked Len Canfield to get full particulars on this new development which would be of wide editorial interest in the U.S.

3. Ministers' Appointment Releases:

Suggested that both Mr. Fiske's and Mr. Brown's appointment be publicized in the respective industrial and tourism publications in the U.S. Sent you list of suggested publications for the Fiske appointment. You were going to send me your draft of both appointments for the Canadian press which DCI would adapt for the U.S. DCI also sent you suggestions on theme for Mr. Brown's release which should include Mr. Knight's appointment as well.

4. Providence Journal:

Sent you story by DCI associate, Dick Dow, who wrote piece on Fortress Louisbourg after visiting the province at your suggestion last summer.

5. Atlanta Constitution:

Plans to run Fortress Louisbourg article in near future. Based on information furnished by DCI and on contact made during recent investment luncheon in Atlanta.

6. Fairchild Publications:

Provided Buck Gunter with additional information as, for example, stories appearing in Nova Scotia press on plans for massive car import operation.

more

7. Golf Magazine:

Advised by Steve Birnbaum, whom DCI arranged to visit province recently, that his story on Nova Scotia golf will appear in Golf Magazine next May. His story for the Sunday New York Times has been accepted.

8. Travel Inquiry Getting Program:

Mike Knight approved second experimental inquiry getting release which will go out next month. First DCI release has generated 1400 inquiries.

9. Super Tanker Story:

Received about 25 photos of this 253,000 ton, T.G. Shaughnessy, largest tanker ever to dock in North America. Sending with more detailed caption (gleaned from the Chronicle Herald) to shipping and petroleum publications.

10. Travel Weekly:

Ran picture of Premier Regan and Mayor Lindsay which DCI arranged during the Premier's recent trip to New York. Sent you a copy.

That's it for July.

Sincerely,

Manny Ellenis



Development Counsellors International, Ltd.

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RECEIVED
DEPT. OF JUSTICE
JUN 25 10 20 AM '71
REGISTRATION SECTION

June 30, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Following is a summary of major DCI activities for the month of June on behalf of the Nova Scotia Information Service:

1. Business Editors Trip to Nova Scotia, Sept. 13:

At your request, attempted to ascertain whether stage star Ruby Keeler would accept an invitation to attend the official opening of the Halifax containerport. Also began to sound out leading shipping editors.

2. Individual Editors Trips to Nova Scotia:

During the month, DCI worked to encourage the following editors to make or plan trips to the province this summer --

- . Irwin Breslauer, N.Y. Bureau Chief, Los Angeles Times News Service. (Suggested he interview Premier Regan for possible profile story.)
- . Buck Gunter, Fairchild Publications. (Sent him comprehensive backgrounder citing specific story ideas.)
- . Tony Piombino, Chemical Week. (Wants to combine business with pleasure. He liked your suggestion about a story on the Kaiser strontium plant.)
- . Don Johnson, Apparel Manufacturer. (Planning major Industrial Development feature this fall and I've sold him on comprehensive Nova Scotia article.)

On the travel side, have worked on the following:

- . Harry Ryan, New York Daily News, who will be spending 10 days in Nova Scotia starting mid-July. Result of our special tourism press luncheon.
- . Stephen Birnbaum, free lancer, New York Times, who is planning a major Nova Scotia golf article for the Sunday paper. Arranged for week-end trip to Keltic Lodge via Mr. Knight. Birnbaum will also do story for Golf Magazine.

more

3. Miscellaneous Activities:

- . Interested Bob Gray of Nation's Business in doing feature on Nova Scotia. Official publication of the U.S. Chamber of Commerce with circulation of 815,000.
- . Placed Halifax containerport story with Journal of Commerce for Containerization issue. Supplied photographs. Story written by J of C free lancer.
- . Inquiry getting release on Nova Scotia "Where to Stay" booklet has generated 1130 inquiries to date which have been sent to Nova Scotia Information Office in New York.
- . Sent Colin Bessonette, Travel Editor, Atlanta Journal-Constitution, full background material on Fortress Louisbourg as per his request following our luncheon meeting in Atlanta.
- . Sent Mr. Fiske full information on the Rhode Island mortgage finance program as per his request.
- . Informed by the Pittsburgh World Affairs Council that invitation to Premier Regan has been withdrawn because they did not receive word of whether he would accept invitation to address the organization. But at same time, DCI was told we could work something out later in the fall or winter.
- . Approached by Penthouse Magazine to have six-page fashion spread shot in Nova Scotia with province paying for cost of photographers and models. Budget considerations aside, DCI recommended a no response as publication is much too racy and as such could be criticized in Nova Scotia.
- . Provided photographer for photographs of Nova Scotia Information Office as per request of Toronto newspaper.
- . New York Motorist published four-page article on Nova Scotia which resulted from recent New York tourism press luncheon.

That's it for June.

Sincerely,

Manny Ellenis

ME:ic



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RECEIVED
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JUN 29 10 24 AM '71
REGISTRATION SECTION

May 31, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N. S., Canada

Dear Stew:

Here is a summary of DCI's full month's work load for May on behalf of the Nova Scotia Information Service:

1. Premier Regan's Trip to New York, May 17-18:

For this project DCI performed the following functions -

- . Arranged for the Premier to meet New York City Mayor John V. Lindsay at City Hall.
 - . Arranged for the Premier to receive the key to the city of New York.
 - . Arranged for Air Canada to present the Premier with a model of the DC-9 which will be placed on the New York to Halifax service in June.
 - . Selected and supervised the interior decoration of the Nova Scotia Information office at 630 Fifth Avenue
 - . Planned and implemented the travel editors' reception officially opening the new office including a ribbon cutting ceremony by the Premier.
 - . Arranged for all attendant print and photo coverage in the U.S. and in Nova Scotia including an interview for the Premier with Brendan Jones, the Foreign Trade Editor of the New York Times. The story already in type should be appearing in an upcoming Sunday edition which has a circulation of 1,500,000.
2. "Prince of Fundy" Floating Trade Fair Promotion, May 17
- . DCI assembled a prime list of Boston area tour operators, travel editors, travel agents, arranged for the printing of invitations, mailing, and ESVPs, as well as the production of name tags. A full house of more than 200 persons attended, giving the Premier a standing ovation.

more

(2)

- . Also, DCI spent a full day attending the floating trade fair promotion in Boston, working closely with the office in New York to make sure that the New York functions would work out well.
- . Earlier in the month, DCI sent the advance release on the floating trade fair to the U.S. shipping press. Stories subsequently appeared in Shipping Digest, Brandon's Shipper, Traffic World, Commerce Today, and the Journal of Commerce.

3. Atlanta and Dallas Investment Luncheons and Travel Receptions:

- . DCI made arrangements for all four functions which generally were well attended by bankers, industrialists, tour operators and travel editors.
- . DCI arranged for an interview for the Hon. Allan Sullivan, Minister of Mines, with the business editor of the Atlanta Journal which resulted in an excellent story.
- . Also arranged for Mr. Sullivan's ten minute guest appearance on the NBC "Today In Georgia" TV show which is seen in six Southern states.
- . A luncheon meeting was arranged with Colin Bessonette, the travel editor of the Atlanta Constitution.
- . In Dallas, DCI arranged for May 13 to be proclaimed "Nova Scotia Day" by Mayor Wise. Drafted said proclamation which the Chairman of the Board of the Dallas Chamber of Commerce presented to Mr. Fiske at the investment luncheon.
- . Also in Dallas, arranged for Mr. Fiske and Mr. Sullivan to be interviewed by the editor of the Dallas Times Herald. This meeting resulted in a highly favorable two column story the next day.
- . Also arranged for the two Ministers and Mr. V. Michael Knight to lunch with Mrs. Jean Simmons, Travel Editor, Dallas Morning News. This meeting persuaded Mrs. Simmons to publish a lengthy and highly favorable Nova Scotia story three days later which she decided to buy from a free lancer who had just returned from the province.
- . Got Mr. Fiske on the top rated ABC early morning "NEWS 8" TV show.

4. Los Angeles Commercial News:

Published story and photograph of Halifax containerport in its World Trade Week issue which DCI drafted and placed.

A busy month indeed.

Sincerely,

Manny Ellenis



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MAY 10 10 41 AM '71
REGISTRATION SECTION

April 30, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N. S., Canada

Dear Stew:

Following is DCI's monthly report for April covering our organization's major activities on behalf of the Nova Scotia Information Service:

1. Atlanta and Dallas Investment Luncheons

Activities during the month included -

- . Arranging for the Minister of Trade and Industry to appear on the "Today In Georgia" TV Show in Atlanta and on the "News 8..." TV Show in Dallas.
- . Suggesting to the newly elected Mayor of Dallas that May 13 be proclaimed "Nova Scotia Day" and drafted a proclamation to that effect.
- . Began looking into the possibility of arranging for interviews with business editors and travel editors in each city.

2. New York Times

Proposed to Al Kraus, Assistant Financial Editor, that feature story be done on Michelin Tire plant construction in Nova Scotia. Provided special materials and photo.

3. Journal of Commerce

Drafted special story on Halifax containerport and sent with pictures to this leading shipping and foreign trade publication.

4. Los Angeles Commercial News

Drafted special story on Nova Scotia for World Trade Week special issue which will be appearing in early May.

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5. Finance Magazine

Sent additional material for upcoming feature story on Nova Scotia's development as a production base for foreign companies. Editor Jim Roscow will soon send writer up to the province.

6. New York Daily News

Sold Harry Ryan, Assistant Travel Editor, on the idea of taking a work-vacation trip to Nova Scotia this summer. Provided him with key materials.

7. Floating Trade Fair - "Prince of Fundy" Promotion

Here is how DCI worked on this key Boston enterprise -

- . I spent two days in Boston assisting Len Canfield and Allan Farmer on the pre-event press conference at the Sheraton-Boston.
- . DCI sent the pre-event press release to 30 shipping, foreign trade, and purchasing magazines in the United States.
- . DCI took on the responsibility for working up and mailing invitations for the reception-luncheon for Boston area travel editors and tour operators aboard the "Prince of Fundy."
- . Shortly, we will be inviting a few New York based shipping and purchasing editors to go to Boston to cover the floating trade fair first hand.

8. Premier's Trip To New York, May 18-19

As you know, this will be a joint enterprise with Air Canada. The idea will be to publicize the official opening of the Nova Scotia office in New York and the new non-stop AC DC-9 service New York to Halifax starting in June.

Among other things, worked on the following:

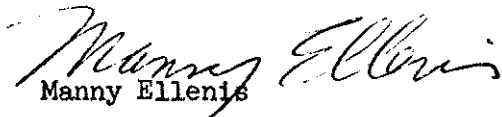
- . Took over job of design concept for the new Nova Scotia office and retained services of craftsman so the office will be ready for the Premier's visit on May 18. Very important.
- . Working with Air Canada, reviewed press arrangements for breakfast and luncheon featuring the Premier.
- . Asked Commissioner Slepian of New York City to try to set up meeting for the Premier with Mayor Lindsay.
- . Worked out publicity photograph possibilities with Air Canada.
- . Attempting to set up special press interviews for the Premier with Fortune, New York Times, and Finance Magazine.

9. Miscellaneous:

- . Philadelphia Jewish Times (cir: 27,500) ran DCI story on travel in Nova Scotia.
- . Arranged for Casser Tours, New York City, to receive color pictures of Nova Scotia for use in metropolitan area TV commercial campaign.
- . Sent photo on Sedco oil drilling rig to 30 petroleum and chemical publications.
- . Provided New York Motorist with special background materials for major story on Nova Scotia.

That's it for April.

Sincerely,


Manny Ellenis



RECEIVED
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MAR 31 1971

Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383 N SECTION

March 31, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is our report briefly summarizing DCI activities on behalf of the Nova Scotia Information Service for the month of March:

1. Executives' Club of Chicago:

Following DCI's suggestion that Premier Regan address this top level mid-west organization, such an invitation was extended for the date of October 8, 1971. The Premier accepted the invitation.

2. Pittsburgh World Trade Council:

DCI made a similar suggestion to this affiliate of the Chamber of Commerce of Greater Pittsburgh. As a result, the Premier was invited to speak either Sept. 21 or Sept. 23.

3. Finance Magazine:

Met managing editor, Jim Roscow for lunch, suggested major feature on Nova Scotia's investment potential. Followed up with backgrounder. Initial response was favorable. Publication read by 50,000 top U.S. financiers and investors.

4. Atlanta and Dallas Investment Luncheons:

Revised and updated guest lists and pared them to 500 for each luncheon. Presently looking into television possibilities.

5. Journal of Commerce:

Rewrote feature story which appeared in the current Nova Scotia Newsletter and placed with industrial editor, Sid Fish. Story appeared in the March 24 issue with headline: "Nova Scotia Economy Still Flourishing."

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6. Journal of Commerce:
Placed 500 word story on the potential of Halifax as east coast distribution center for upcoming World trade and shipping issue.
7. Distribution World Wide:
Placed similar story with John McCullough of this publication for upcoming Canadian supplement.
8. Traffic World:
Published entire release on Nova Scotia's potential as bulk cargo trans-shipment center. Placed by DCI.
9. Los Angeles Commercial News:
Placed story on Nova Scotia as world shipping center for May world trade issue.
10. National Foreign Trade Conference:
Suggested Premier Regan as speaker before this organization's annual conference next fall. This three day meeting is the most important foreign trade and investment meeting in the world, attracting potential investors and bankers from North America and the continent.
11. Halicon Assistance:
After Mr. Howard encountered difficulty in receiving copies of the Todd Daily Maritime Newsletter, DCI made special arrangement via contact in charge of the newsletter. He is now on the mailing list.
12. Photographs:
During the month, DCI requested photographs of the new containerport at night and of the Michelin plant (aerial) under construction. Both will be merchandised widely.
13. Promotion Idea:
Sent you West Virginia plastic "tote bag" which you might want to adapt for use in Nova Scotia investment luncheons and other promotions. Attractive and practical way to package packets of give-away literature.
14. Ecology Stories:
Suggested new articles on this theme as editors are increasingly running stories on cutting down pollution. Nova Scotia has a good track record in this regard.

15. Chemical Week:

Met managing editor, Tony Plobino, for lunch and suggested number of story possibilities.

16. Nova Scotia Tourism:

DCI generated stories during March in the Hartford Courant, Travel Weekly, Travel Trade, and also forwarded tourism literature to Harry Ryan, Assistant Travel editor of the New York Daily News who became interested in vacationing in the province this summer after attending our New York travel editors luncheon.

That's it for March.

Sincerely,

Manny Ellenis



Development Counsellors International, Ltd.

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REGISTRATION SECTION

February 26, 1971

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N. S., Canada

Dear Stew:

Following is DCI's report for the month of February outlining major activity highlights on behalf of the Nova Scotia Information Service:

1. Executives Club of Chicago:

Suggested to this influential Mid-West businessman's organization that Premier Gerald A. Regan be invited to speak before an upcoming Friday luncheon meeting. Past speakers have included some of the most illustrious names of the Western World.

2. World Trade Center of New England:

Also approached this prestigious businessman's organization based in Boston. Initial response was quite favorable; and it appears possible that the Premier would be invited to speak before a "Trade Winds" dinner meeting this fall.

3. Pittsburgh World Trade Council:

In January had suggested that Premier Regan address this group affiliated with the Chamber of Commerce of Greater Pittsburgh. In following up, was told that decision will be made shortly and that there was a good possibility that Premier Regan would be invited to appear in upcoming meeting.

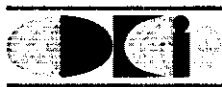
4. Business Week:

Met with Tom Mullaney, Associate Economics Editor, and briefed him on new developments in Nova Scotia. He was particularly interested in Michelin Tires of France and their marketing plans for the \$100 million tire complex now under construction in Nova Scotia.

5. New York Times:

Sent business writer, Douglas W. Cray, tourism and travel information you sent me as per my recent request. Mr. Cray may take his family to Nova Scotia this summer for a vacation.

more



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-2-

6. Young Presidents Organization (I):

Sent the YPO, full information on Keltic Lodge and the Pines at Digby. YPO will evaluate for possible use as meeting place for either Canadian or New England Chapters.

7. Young Presidents Organization (II):

Also suggested to the YPO that Premier Gerald A. Regan be invited to address the New England Chapter. Sent background on the Premier along with San Francisco Chronicle story.

8. Deep Water Release:

Sent long story on findings of new study that the Strait of Canso offers extremely good possibilities as deep water port and cargo transfer site. Fifteen inch one column story appeared in the February 14 issue of the Journal of Commerce. Story sent to 60 shipping publications.

9. Investment Luncheons:

Reconfirmed arrangements with Marriott Hotel in Atlanta and sent you some background information on the City of Houston.

10. Nova Scotia Tourism:

During the month, met with new Nova Scotia representatives in New York and counselled on design of the new office. Also participated in special Nova Scotia travel "blitz" in Boston, Hartford, Philadelphia, and New York. Stories have appeared so far in the Boston Herald Traveler, Philadelphia Bulletin, Newark Sunday News, with stories planned for Venture, Travel Magazine, and many others.

That's it for February.

Sincerely,

Manny Ellenis

Nova Scotia

1/30 - 7/29/71

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1971		Total	Fee	Expense	REGISTRATION SECTION			
1	Feb 5	810284	3333 -	486984				
2	W	470674	3333 -	137374				
3	Mar 12	392797	3333 -	59497				
4	Apr 2	360971	3333 -	27671				
5	May 3	409360	3333 -	76060				
6	31	388406	3333 -	15106				
7	July 2	605657	3333 -	272357				
8	Apr 7	205058		205058				
9	May 3	1092248	6000 -	492248				
10		4745455	29331 -	1812355				
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Nova Scotia

1/30 - 7/29/71

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1971	Name	Purpose	Amount	Total
Feb. 8	Audio Visual Hdgtrs.	Projectionist	41338	
9	York Photoprints	Photos	398	
19	Emanuel T. Ellenis	Expense	3411	
Mar 5	Travel Agent Magazine	Publication	6-	
10	Attention, Inc.	Releases	2650	
	Black Raven Type Band	Entertainment	25-	
	Ira Furman & Co.	Freight	22-	
	York Directions	Photostats	1410	
12	York Directions	"	477	
19	Emanuel T. Ellenis	Expenses	2045	
29	Aprons for Industry	Aprons	8550	
	Meyer Label Co., Inc.	Labels	5760	
30	Industry Week	Publication	25-	
31	Todd Photoprint	Photoprint	413	
	York Directions	Photostats	530	
	Emanuel T. Ellenis	Expense	3475	
Apr 16	Burriel's Press Clipping	Press Clips	13314	
	Chelsea Engravers	Printing	24896	
21	Emanuel T. Ellenis	Expense	100-	
26	The Chronicle Herald	Publication	25-	
May 3	Empire State Typewriter Co.	Special Type	1590	
4	Emanuel T. Ellenis	Expense	4233	
7	Millie Brown	"	450	
	Emanuel T. Ellenis	"	9681	
12	Attention, Inc.	Releases	7950	
14	Evecar, Inc.	Fare	217-	
	Type Letter Service Corp	Printing	9543	
	W.T.C. Air Freight	Freight	3535	
	York Directions	Photostats	25	
19	James Hook & Co.	Lobsters	1645-	
	Ira Furman & Co., Inc.	Freight	14452	
21	Axtell-Williams & Assoc	Entertainment	90-	
24	Brown's Reproduction Service	Photoprint	1855	
June 9	Emanuel T. Ellenis	Expense	5749	
11	Luce Press Clippings	Press Clips	6148	
11	Luce Press Clippings	"	6095	
14	Mansion Motor Hotel	Lodging	30637	
15	Todd Photoprint	Photoprint	1209	
16	Wide World Photos, Inc.	Photos	29103	
	York Directions	Photostats	774	
Fwd.				455426

Continued

1/30 - 7/29/71

1971	Name	Purpose	Amount	Total
June 13	Emery Air Freight	Freight	1244	
28	Brown's Reproduction	Photoprint	795	
July 16	Emanuel T. Ellenis	Expense	7035	
	Burrelle's Press Clipping	Press Clips	16093	
	Luce Press Clipping	"	375	
	WTC Air Freight	Freight	3045	
16	Emanuel T. Ellenis	Expense	555	
	Ted M. Levine	"	23770	
27	Richard Weiner, Inc.	Publication	3260	
Feb 1	Empire State Typewriter Co.	Special Type	1590	
9	Emanuel T. Ellenis	Expense	150-	
9	AAN Art Upholstering	Upholstering	486-	
	Aprons for Industry	Aprons	570-	
	Ha Furman Co.	Freight	8550	
14	Archer Messenger	Messenger	1980	
	Sperlan - Boston	Lodging	3865	
11	Tenn Central R.R.	Freight	5790	
12	W.T.C. Air Freight	"	6449	
13	Ted M. Levine	Expense	360	
14	James Hook - Co.	Loabsters	268750	
15	Hackensack Record	Publication	410	
16	Attention, Inc.	Releases	5704	
17	Century Letter	Printing	41717	
18	King Cole Projection Service	Photography	9646	
19	Belle Vue, Stratford	Lodging	2419	
20	Archer Messenger	Messenger	675	
21	The Roosevelt	Lodging	6348	
22	Hotel Sonesta	"	2485	
23	Wide World Photos	Photos	19442	
24	Williams, Brown & Fells	Projectionist	6521	
25	Wide World Photos	Photos	17315	
26	Robert Manges	Display	1000-	
27	Dover Caterers	Catering	14030	
28	Finlay Stat. Service	Photostats	742	
29	Regency Thermographers	Printing	970	
30	York Directions	Photostats	265	
31	Dover Caterers	Catering	30585	
32	L. Ferrelha	Waiter	46-	
33	Displays Inc.	Display	2025-	
34	Emanuel T. Ellenis	Expense	9631	
Fwd.				95814

Nova Scotia

Cont'd. 4.

1/30 - 7/29/71

1971	Name	Purpose	Amount	Total
June 4	Ted M. Levine	Expense	775	
14	Media Distribution	Printing & Mailing	135.88	
16	Regency Thermographers	Printing	73.10	
	Wellington Wine & Spirits	Refreshments	119.-	
	Wide World Photos	Photos	222.66	
28	Wide World Photos	"	58.32	
	W.T.C. Air Freight	Freight	16.55	
		Page 4		642.66
		2		4554.26
		3		9558.14
		Total		<u>14755.06</u>